Market Survey Capability Assessment for Strategic Sourcing of Various Equipment and Supplies (SAVES). Commercial-off-the-shelf (COTS) Information Technology (IT) Software.

One of the major objectives in the Federal Aviation Administration (FAA) Flight Plan is to control costs while delivering quality customer service. To help achieve the Flight Plan of controlling costs, the FAA embarked on an Agency-wide strategic sourcing initiative called the Strategic Sourcing for the Acquisition of Various Equipment and Supplies (SAVES) Program. The Program includes all FAA Lines of Business, Staff Offices, Regions, and Centers. The objective of the SAVES Program is to enable the FAA to purchase selected commodities for less while maintaining or improving quality of purchases and our suppliers' service levels.

The SAVES contract for COTS IT Software is nearing completion and the FAA is evaluating new strategies for one or more replacement contracts. The FAA is requesting industry feedback before releasing any solicitations.

Industry participation, while encouraged is strictly voluntary. Failure to provide the requested information will not prevent a vendor from submitting a formal response to the FAA's release of a future SIR.

In accordance with A.M.S. policy 3.2.1.2.1, the FAA is requesting information to aid in its determination as to whether adequate competition exists to set-aside part or all of the competition for eligible, socially and economically disadvantaged businesses that are certified by the Small Business Administration (SBA) for participation in the SBA's 8(a) Program, Service Disabled Veteran Owned Small Business (SDVOSB), and other small businesses or whether it is more appropriate to conduct this procurement as a full and open competition. The principal North American Industry Classification System (NAICS) code for this effort is 423430 Computer and Computer Peripheral Equipment and Software Merchant Wholesalers with a size standard of 100 employees. Suggestions to include other NAICS codes will be considered by the FAA.

SURVEY BACKGROUND INFORMATION

The FAA SAVES contracts currently utilize contract line items (CLINs) that aggregate manufacturers' products into categories or suites of products. These categories are in direct relationship to the manufacturers' pricing to the resellers who hold the contracts. For each of these categories the contractors are required to provide a minimum discount from manufacturer suggest retail price (MSRP). Higher discounts for items on sale, at end-of-life, or for volume purchases are required on the contracts. CLINs are also established for generalized professional services (e.g., training, installation) on a maximum rate per hour basis and for other direct costs (travel expenses, materials, etc.).

The rationale for this way of structuring the contracts is to ease the administrative burden in maintaining CLINs for products by part numbers. The contractor resellers are able to provide a wider range of products and can respond to frequent product changes. Contract modifications are only required in response to changes in pricing from the manufacturers (OEMs) to the resellers or to their MSRPs.

As an example of this methodology, consider a fictitious software OEM called "ABC". The following CLINs (simplified for this example) might be established on a SAVES contract with reseller "Acme":

CLIN	OEM	DESCRIPTION	Acme's Minimum Discount from MSRP
100	ABC	All new licenses, add-on licenses, upgrades and initial maintenance for the Security Systems product line	24.5%
110	ABC	All software license maintenance renewals for the Security Systems product line	15.3%
120	ABC	All new licenses, add-on licenses, upgrades and initial maintenance for the Data Management product line	28.0%
130	ABC	All software license maintenance renewals for the Data Management product line	9.0%
140	ABC	Fee charged to reinstate software maintenance, with no mark-up by the contractor	Cost is TBD per contract delivery order

The current SAVES contract for software includes: Acronis, Adobe, Altova, Autodesk, BEA Systems, Inc. (division of Oracle), SAP (formerly Business Objects), Citrix, CA, Corel, EMC, Executive Software, Funk Software (owned by Juniper), Google, Hewlett-Packard, Jetbrains, McAfee, Microsoft, PGP (division of Symantec), Red Hat, RIM, Roxio (division of Sonic Solutions), RSA (division of EMC), SlickEdit, Symantec, Veritas, Trend Micro, IBM System Architect, and PKware. It is anticipated that this list of OEMs will change in any future solicitations. Possibilities for inclusion are Opnet, Liferay, Luciad, Tenable, Manage Engine and Tripwire.

In three years, the FAA has made purchases from the incumbent for some OEMs as low as $1,000.00 and as high as $4,000,000.

Most software is shipped electronically and physical media is discouraged. The FAA uses enterprise licenses for some software products (e.g., Microsoft) and some software is supported under existing SAVES hardware contracts.

The FAA requires the following preliminary information from interested vendors.

1. Is your firm currently listed on the General Service Administration's Federal Supply Schedule 70?
2. Does your firm currently have a similar IT software contract with another agency of the Federal Government? If yes, please provide the name, contract number, contract type and contract ceiling.
3. Is the CLIN structuring described above the most cost effective way of buying software? If not, please provide information and examples that would illustrate a better methodology.
4. Would the greatest value to the FAA occur if multiple contracts were awarded?
5. Please identify and prioritize what criteria or key discriminators the FAA should consider in making any vendor down-select or award decisions.

All responses to the above questions must be provided on company letterhead and are restricted to no more than a total of three (3) pages. Response will only be accepted in Microsoft Word Format. Do not send corporate or sales promotion literature. Responses must be received no later than 2 PM local time on March 2, 2012.

Please complete and return the attached Business Declaration Form.   Firms claiming certified 8(a) status are additionally required to submit a letter of 8(a) certification from the SBA and Service Disabled Veteran Owned Small Business (SDVOSB) claiming SDVOSB status must provide certification letter and be registered as a SDVOSB on the Department of Veterans Affairs website (**https://www.vip.vetbiz.gov/**).

Please provide information on the software products your company is currently able to re-sell and the OEM certifications owned by your company and/or your distributors and teaming partners on the attached Microsoft Excel spreadsheet. Response will only be accepted in Microsoft Excel.

The FAA prefers all submittals to be submitted electronically to the following e-mail address: colleen.mcguire@faa.gov

Interested companies can access the complete announcement, attachments and register for future announcements related to this and any procurement by going to the FAA "Contract Opportunities" website address: "**https://faaco.faa.gov/**".

The responses to this Market Survey will be used to determine competition level and develop a concise requirement. The FAA will not release or make public information deemed "Company Proprietary". This survey is not intended to guarantee procurement of a product and shall not be construed as a commitment by the Government to enter into a contract. This is not a Screening Information Request (SIR) or Request for Proposal (RFP).

The FAA is not liable for costs associated with a response to this informational announcement. This is not a request for competitive proposals and will not result in a contract award. No collect calls or telephone inquiries will be accepted. No solicitation

exists; therefore do not request a copy of the solicitation. If a solicitation is issued, it will be synopsized on the FAA's Contract Opportunities web page. It is the potential Offeror's responsibility to monitor this site for the release of any solicitation.